

## Message Text

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ORIGIN NEA-10

INFO OCT-01 EUR-12 ISO-00 PM-04 NSC-05 SP-02 SS-15 CIAE-00

INR-07 NSAE-00 DODE-00 MC-02 EB-07 L-03 H-02 ACDA-05

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DRAFTED BY NEA/ARP:PDMOLINEAUX:BH

APPROVED BY NEA:SSOBER

DOD/ISA:COL.BURCH

PM/SAS:DJAMES

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P R 100102Z JAN 76

FM SECSTATE WASHDC

TO AMEMBASSY LONDON PRIORITY

AMEMBASSY JIDDA

AMEMBASSY SANA

INFO AMEMBASSY AMMAN

AMEMBASSY CAIRO

AMEMBASSY TEHRAN

S E C R E T STATE 006192

E.O. 11652: GDS

TAGS: MASS, YE, UK, SA, US

SUBJECT: YAR ARMS PURCHASES IN WEST

REF: SANA 3685

1. DEPARTMENT CONCURS THAT IS IS USEFUL AT THIS TIME TO  
BRIEF HMG ON CURRENT STATE OF YAR ARMS PROGRAM, AND TO  
STRESS CONTINUED US WILLINGNESS TO SHARE POTENTIAL  
MILITARY MARKET WITH BRITISH (AND OTHER WESTERN) SUPPLIERS.  
ACTION ADDRESSEES MAY DRAW ON RECENT REPORTING ON SUBJECT,  
AND SHOULD STRESS FOLLOWING SALIENT POINTS:

A. WE UNDERSTAND THAT SAG AND YARG, IN COURSE OF RECENT

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VISIT BY PRESIDENT AL-HAMDI TO SAUDI ARABIA, HAVE REACHED

FUNDAMENTAL UNDERSTANDING ON ARMS PROGRAM FOR YAR. HOWEVER, AS OF THIS TIME, WE LACK ALL DETAILS, EXCEPT FOR OVERALL COST FIGURE IN APPROXIMATE RANGE OF 40 TO 60 MILLION DOLLARS.

B. WE HOPE THAT DETAILS WILL BE FORTHCOMING, PARTICULARLY IN WAKE OF SAG MILITARY DELEGATION VISITING SANA AT APPROXIMATELY THIS TIME.

C. FROM STANDPOINT OF LOGISTIC EFFICIENCY, WE FULLY SUPPORT DESIRE EXPRESSED BY PRINCE SULTAN THAT YAR ARMY OBTAIN EQUIPMENT ALREADY IN SAG INVENTORY. HOWEVER, FROM SAME STANDPOINT, USG BELIEVES BEST DELIVERY ARRANGMENT WOULD BE TO SHIP MATERIEL FROM WESTERN SOURCES DIRECTLY TO HODEIDA RATHER THAN TRANSSHIP VIA SAUDI ARABIA, AS PRINCE SULTAN APPEARS TO PREFER. USG HOPES HMG WOULD SHARE THIS VIEW AND WILL SEEK TO ENCOURAGE SAUDIS TO ACCEPT IT.

D. USG BELIEVES THAT REASONABLE APPROACH WOULD BE TO DIVIDE MARKET IN SUCH A WAY THAT VARIOUS WESTERN SUPPLIERS DO NOT MULTIPLY THE VARIETIES OF SIMILAR ITEMS OF EQUIPMENT, DEFERRING TO SAG/YARG CHOICE IN EACH CASE ON BASIS OF BEST OFFERS IN TERMS OF PRICE AND AVAILABILITY.

E. IF THIS APPROACH AGREEABLE TO HMG, USG PROPOSES CONSULT FULLY WITH HMG JUST AS SOON AS DETAILS OF SAUDI/YEMENI REQUESTS ARE KNOWN. WE WOULD HOPE THAT HMG WILL DO LIKEWISE.

2. DEPARTMENT BELIEVES THAT "GENTLEMEN'S AGREEMENT" ALONG LINES INDICATED ABOVE WILL BEST SERVE INTEREST OF YAR, SA, US, AND UK.

3. FOR LONDON: YOU SHOULD BRIEF FCO, AND REPORT REACTION.

4. FOR SANA AND JIDDA: YOU SHOULD TELL YOUR BRITISH COUNTERPARTS THAT WE ARE BRIEFING FCO IN LONDON ALONG LINES ABOVE. YOU SHOULD ALSO STRESS THAT USG HAS HAD  
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PERSISTENT PROBLEM IN ELICITING DETAILS OF SAUDI THINKING AND PLANS FOR YAR ARMS PROGRAM, AND CONTINUES TO WELCOME RECEIPT OF INFORMATION WHICH BRITISH MAY INDEPENDENTLY OBTAIN.  
KISSINGER

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## Message Attributes

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**TAGS:** MASS, YE, UK, SA, US  
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